

CURRICULUM VITAE

1. **Family name:** POSOIU
2. **First names:** Nicusor
3. **Date of birth:** 26 April 1980
4. **Nationality:** Romanian
5. **Contacts:** E-mail: n_posoiu@yahoo.com
Phone: +4 0745 195 120
6. **Civil status:** Single
7. **Education:**



Institution [Date from - Date to]	Degree(s) or Diploma(s) obtained:
Technical University of Construction Bucharest 1999-2004	Graduate as Hydropower Construction Engineer
"DIMITRIE CANTEMIR" University Bucharest 2013 - 2017	Graduate of Law
Faculty of Law, University of Bucharest 2019 - 2020	LL.M Master International Arbitration

8. **Language skills:** Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
English	1	1	1
French	3	3	3
Finnish	3	3	3

9. **Other skills:** MS Office applications, AutoCAD, Primavera P6, SAP

10. **Years of experience:** 16 years

11. **Key qualifications:**

- Experienced in Contract Management and Procurement, abilities gained in multinational companies, involved in multi-disciplinary Civil Engineering Projects, Rail and Motorways, Oil & Gas, Nuclear and Power, Water Treatment, Telecommunications, utilizing more than 15 years of experience in the industry;
- Possessing an openly communicative disposition at a numerous levels of management, working for client, consulting and contracting organizations within an international environment in the construction/engineering domain with specialist skills in contract management and administration, disputes and claims management;
- Experience of contract law, contract drafting, administration and negotiation of claims, variations, change orders, value engineering and effective correspondence.
- Knowledge and experience relating to delay analysis techniques and methodologies, calculating and analyzing productivity losses, labor and material escalation, ability to interpret both the legal and the technical specifications that forms the basis of a contract.

12. **Specific experience in the region:**

Country	Date from - Date to
Romania	2004 – 2014
Finland	2014 – 2015 - 2018
Bulgaria	2015
Serbia	2016 - 2017

13. Professional experience

Date	Location	Company	Position	Description
09.2018 10.2019	Finland	Tideway BV	Contracts and Procurement Analyst	Working remote as a freelancer on ad-hoc basis contract. Analyzing and drafting contracts and framework agreements for various engineering activities, Non-Disclosure Agreements, Sub-contracts and Consulting Agreements together with the Legal team. Working with Project Team engineering to establish the Scope of Works to be included within the Contracts, delivery terms and the program of work/milestones with the appropriate pricing and payment methods. Manage the documents and information required for the different subcontractors involved in the projects. Draft and negotiate commercial agreements and related documentation, undertake legal research and provide concise summaries, prepare first draft heads of terms, draft side letters, variations, assignments and novations and provide information and reporting to the business.
10.2017 05.2018	Finland	Nord Stream 2 AG	Contracts and Procurement Controller	Review/auditing of business related documentation purchase orders, contracts, claims, change orders, invoices, credit notes, payrolls and finance documentation. Coordination, monitoring and guidance regarding compliance with internal processes and rules. Check consistency between records, reports and correspondence, verify supporting documentation for invoicing and assure that payments are in line with the contractual terms. Approving payments to Contractor and Subcontractors. Supervise Procurement group assigned to various purchase and contracting activities. Review the completed work and ensure that it falls in line with procedures, time targets and quality standards. Prepare, analyze, and reconcile accounting records, financial statements, and any other financial reports to assess accuracy, completeness, and conformance to reporting standards. Work Contract: The Nord Stream 2 Pipeline project to transport natural gas of the Russian Federation through the Baltic Sea to Europe
12.2016 08.2017	Republic of Serbia	AZVI SA SEVILIA	Contracts Manager	Management of construction contracts incorporating international consortia and FIDIC Design Build conditions. Review contractual conditions to ensure that the Site Management is fully informed of contractual obligations, and in particular ensure that all relevant contractual notices are issued in due time; Draft contractual letters on issues concerning design, engineering, bond and insurances, variations, lack of instruction, planning and scheduling, measurement and payment, delay events, taking over, defects and final close Collect the relevant evidences from a delay and disruption perspective, link it to the cause and prepare a full Extension of Time/cost claims submission. Provide support and direction to the site staff on contractual and commercial matters. Work Contracts: Contract Agreement for the "Construction of Zezelj Bridge across the Danube River in Novi Sad – FIDIC Yellow Book form of contract Construction of Highway E75, Section: Grdelica (Gornje Polje) –Caričina dolina LOT 1: Road and Bridges from Grdelica to Tunnel Predejane, FIDIC Red Book form of contract
04.2015 10.2015	Bulgaria Russia Turkey	Saipem S.p.A.	Contract Administrator	Administer the contracts, ensuring performance within agreed specification/quality standards, budgets and timelines. Track client, subcontractors, vendors obligations. Liaise with project team, coordinate Project Contract Review, participate to meetings, manage and file all correspondence having a contractual relevance exchanged during project execution with clients, partners, subcontractors, vendors and authorities.

				<p>Manage the change process on the project, including change orders, claims, back charges, penalties, new prices, dispute handling and resolution towards client, main subcontractors and key vendors, ensuring that notices and notifications are issued as per contractual requirements.</p> <p>Provide the contractual/commercial support to the Project Team during the contract execution and prepare the necessary documentation and correspondence related to the administrative and contractual matters.</p> <p>Work Contract</p> <p>South Stream Off-Shore Pipeline project to transport natural gas of the Russian Federation through the Black Sea to Southern Europe, consisting of four (4) subsea 32-inch pipelines, each longer than 930 kilometers, with supporting facilities on each end</p>
09.2014 04.2015	Finland	Areva NP	Contracts Manager	<p>Ensuring the successful execution of Site construction contracts according to agreed commercial obligations, financial and qualitative targets and providing proactive risk / claim assessment.</p> <p>Management of additional works orders, contract amendments, invoicing process and payments.</p> <p>Liaise with responsible project staff and monitor Procurement activities for individual projects as required including: review of requisition files, request for quotation, order placement, manufacturing progress and delivery of critical equipment, review of purchasing documents for selected items to verify completeness and monitoring of expediting activities.</p> <p>Responsibility for RFQ, evaluate offers, negotiation and select suppliers based on defined functional requirements; Kickoff meetings with suppliers, to present their scope of supply and identify the critical components.</p> <p>Organize project follow up conference calls with team members and the suppliers.</p> <p>EPC Contract</p> <p>Turnkey Construction of Olkiluoto 3 - 1,600 MW Nuclear Power Plant in Finland, first Generation III+ EPR™ Reactor</p>
01.2013 09.2014	Romania	WSP International Sweden AB	Contract Engineer	<p>Management and supervision of the works contracts, conducted under FIDIC (Red and Yellow Book) conditions.</p> <p>Contracts management on behalf of the Beneficiary, including responsibility for site supervision, contractual relationship of the Engineer with the Beneficiary and the Contractor, participate to the progress and negotiation meetings, Initial reviews of Contractor's designs, analysis of the Contractor's documents, Interim and Final Payment Certificates, preparation of Variation Orders and Determinations based on the market prices and the contractual Employer's requirements.</p> <p>Monitor the compliance of the works with the contractual obligations and provide practical contractual solutions.</p> <p>Taking-over and defect notification procedures for infrastructure projects;</p> <p>Analyze all alleged delay impact and determine whether caused by the Contractor or other principal parties;</p> <p>Present analysis and advice regarding claim issues including schedule delay, productivity, labor and material escalation, design issues, and contract interpretation for use in negotiations with contractors and other parties;</p> <p>Preparation of drafts and settles for Statement of Case, Variation Orders, Application Notices and Arguments.</p> <p>Analysis of technical, schedule and quantum arguments of Parties submissions in arbitration proceedings.</p> <p>Forensic accounting analysis of cost records to validate values of alleged prejudices</p> <p>Work Contracts: Design and Build Contracts, based on the FIDIC Yellow Book form of contract</p>
12.2009 01.2013	Romania	Techno Engineering	Contracts Manager	<p>Management of construction contracts incorporating international consortia and FIDIC Design Build conditions.</p> <p>Identify the strengths and weaknesses of the Client's Contract in liaison with in-house legal adviser and preparing due diligence reports;</p> <p>Review contractual conditions to ensure that the Site Management is fully informed of contractual obligations, and in particular ensure that all relevant contractual Notices are issued in due time;</p>

				<p>Review all incoming Employer or Engineer's Site correspondence and prepare replies for review by Site Management;</p> <p>Meeting on Site with the Contractor on a regular basis to review progress, discuss problems and consider necessary changes;</p> <p>Analyze base-line schedules against an executed schedule to determine the accuracy of the Claim and any delay impact upon the schedule.</p> <p>Identify and initiate requests for Change Orders in conjunction with the Site Management and Projects Manager;</p> <p>Identify and prepare contractual position to ensure that solidly based claims for Extension of Time may be made, including recovery of costs for extension of the project schedule. Participate in the negotiation of the same with the Employer or the Contractor in conjunction with the Project Director;</p> <p>Preparation of claims for Extension of Time and compensation for disruption, prolongation, acceleration and damage (Causation, Delay and Quantum Analysis).</p> <p>Establish and maintain claim files, ensure all claim information is accurate, complete and up-to-date and distribute information to appropriate individuals when required. Assist in the submission of Requests for Payment, contract variations and claims;</p> <p>Attend client review meetings when requested by the Site Management or the Project Contract Manager and prepare contractual section of monthly Site project reports;</p> <p>Support in dispute avoidance and claim issues including procedures relating to appointment of experts and arbitration panels.</p> <p>Execution of the Design and Build of Constanta Bypass Motorway Project EBRD Loan No.33391 (km 0+000 – km 21+861) FIDIC contract - Yellow Book</p> <p>The Rehabilitation of the railway line Borderline – Curtici – Simeria, part of Pan-European Corridor IV for a train traffic maximum speed of 160 km/h, Lot 1: Borderline – Curtici – Arad – km 614 (FIDIC contract - Red Book)</p>
09.2008 12.2009	Romania	Louis Berger Group	Project Engineer	<p>Management and supervision of the works contracts, conducted under FIDIC (Red and Yellow Book) conditions, and technical assistance activities for PHARE funded Contracts.</p> <p>Contracts management on behalf of the Beneficiary, including responsibility for site supervision, contractual relationship of the Engineer with the Beneficiary and the Contractor, participate within the progress meetings, initial reviews of Contractor's designs, analysis of the Contractor's documents, Interim and Final Payment Certificates, preparation of Variation Orders and Determinations based on the market prices and the contractual Employer's requirements.</p> <p>Taking-over and defect notification procedures for infrastructure projects;</p> <p>Knowledge of PHARE procedures of Contract Management and Site Supervision.</p> <p>Acquainted with EU working systems, standards and regulations in respect of Civil Works.</p> <p>Projects implemented according EC contracting procedures, including contract management and reporting;</p> <p>Work Contract</p> <p>Management and Site Supervision of Works Financed under PHARE 2004 ESC</p>
11.2006 09.2008	Romania	STRABAG	Site Manager	<p>Responsible for environmental projects especially regarding soil decontamination, waste water treatment and sewage collection, water supply network, groundwater contaminations and remediation measures.</p> <p>Overseeing the preparation of bills of quantities in coordination with Architectural / Engineering Design team;</p> <p>Preparation of tender documentation. Assist in selecting, negotiating and forming contracts;</p> <p>Conducts preconstruction meetings with subcontractors, assisted by the Project Manager and/or Superintendent;</p> <p>Monitoring progress of construction works in accordance with schedule, budget and design specifications;</p>

				<p>Daily / Weekly / Monthly reporting of status of progress of construction works in accordance with a pre-defined;</p> <p>Coordination and communication with local authorities in all matters related to permits and regulatory affairs;</p> <p>Monitor the construction works and supervise regarding occupational safety, health protection, accident avoidance as well as quality/ quantities control, costs and deadlines</p> <p>PETROM CITY – Project for demolition and decontamination of the Ex-bulk plant (big Oil Store);</p> <p>Construction of landfills and bioremediation plants for the closure, decommissioning and remediation of a range of production facilities, sludge pits, tank farms and oil wells;</p> <p>SAMTID Project 'Rehabilitation of the water supply system in Suceava County' (FIDIC contract - Red Book);</p>
07.2005 11.2006	Romania	EGNATIA ROM	Site Engineer	<p>Site Execution of telecommunication infrastructure network. Antennas for Mobile Communications.</p> <p>Site Acquisition activities including site identification, site survey reports, building structure design, lease Contract, and lease negotiations with land and property owners, procurement and site logistics. Sites: greenfield, rooftop, microcell, indoor and outdoor;</p> <p>Site execution of Towers & Masts (self-supporting towers, guyed masts, monopoles) Feeders and accessories, Rooftop Solutions (roof cable management, antenna mounting solution, outdoor equipment platform).</p> <p>Supervise quality and correctness of civil works execution: site leveling, excavation, concrete works, tower erection and paint, materials craning, electrical installation, grounding protection, RF and MW installation.</p> <p>Accept accomplished civil works and checks their quality; Prepare check-list and controls correction process.</p>
08.2004 07.2005	Romania	ACMS SA	Site Engineer	<p>Checking of technical drawings;</p> <p>Coordination and supervision of activity production,</p> <p>Coordination and checking of subcontractor's work teams;</p> <p>Follow up of works stage according to accepted schedule;</p> <p>Weekly technical meeting participations; Preparation of daily technical reports.</p> <p>Maintenance of permanent contact with assigned designer</p>